



News from the Frontier of Innovation

November 2001

Monthly Activity Report from the Loudoun County Department of Economic Development
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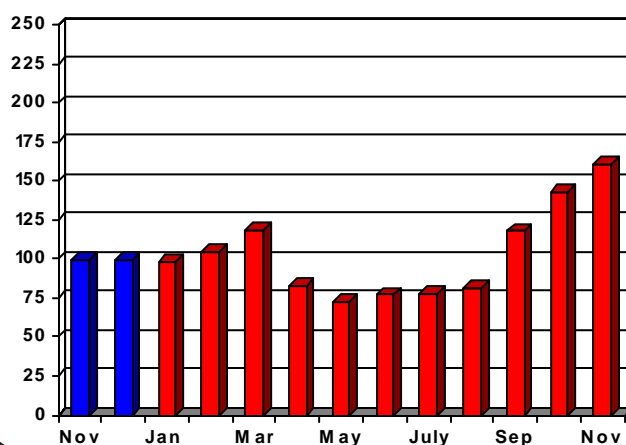
New Prospect Activity:

Prospect activity for the month of November:

- @ Responded to 83 Requests for General Information
- @ Sent Out 34 Marketing Packages
- @ Delivered 1 Proposal and 3 Presentations
- @ Worked with 3 New and 35 On-Going Prospects
- @ Conducted 2 Tours

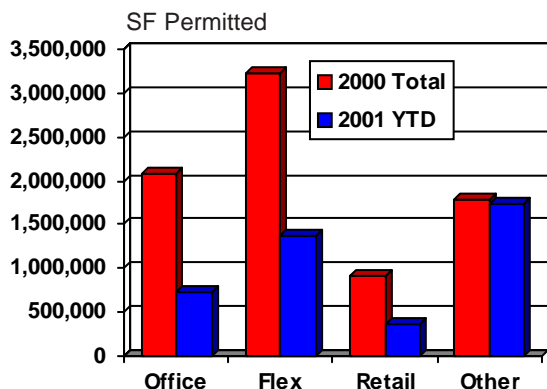
Total Prospect Activity

November 2000 - November 2001



Construction Activity

Nonresidential Construction 2000 Total and 2001 January - October



So far in 2001, Loudoun County has permitted 4,179,304 square feet of nonresidential construction. The value of this month's new buildings (\$10,114,800) and alterations (\$1,953,269) is over \$12 million.

- Office - 149,500 SF in October (1,502 SF in September)
- Flex/Industrial - 105,128 SF in October (312,147 SF in September)
- Retail - 38,417 SF in October (63,586 SF in September)
- Other - 20,620 SF in October (791,901 SF in September)
- Taxable - 294,269 SF in October (627,338 SF in September)
- Route 28 - 116,358 SF in October (731,490 in September)

Announcements:

New Business

Mary Baldwin College (www.mbc.edu) is in final lease negotiations for space on Pidgeon Hill Drive in Sterling for a Northern Virginia Regional Center. Expected to open in early February, the center will offer an undergraduate degree completion program for 20 different majors, as well as an undergraduate teacher licensure program. Classes may be taken onsite, independently, or online. Three full time employees will be hired for the new facility, along with 12-40 adjunct teaching faculty.

Fulfillment Solutions (website in development) has leased 32,292 square feet of space for a new headquarters building at 22713 Commerce Center Drive at Airport Commerce Park. The space will also be used for warehouse and distribution for the company. Fulfillment Solutions employs approximately 15.

Gold's Gym (www.goldsgym.com) has leased 35,000 square feet at the new Ashbrook Business Park across from Janelia Technology Park off Route 7. The number of new employees that will be hired is unavailable.

Clyde's Restaurant Group (www.clydes.com) will be constructing a "country inn" style restaurant at Broadlands beginning in early 2002. The Broadlands location will be unique among the company's 11 other branches in that it will be constructed using four restored historic structures from Vermont. The completed facility will seat 250 patrons and have room for weddings and corporate functions.

Undisclosed **Government Agencies** have recently leased space along both the Route 7 and

Route 28 corridors in Sterling.

Anixter (www.anixter.com) will be leasing 24,339 square feet in Building 3 at Prologis Park beginning in late December. The number of new employees that will be hired is undetermined. Founded in 1957, Anixter is a world leader in the distribution of data communication products and electrical wire and cable. The Loudoun location will be used for a warehouse and distribution facility.

2001 Loudoun Chamber of Commerce Small Business Award Recipients

Nick Greer Antique Conservator:

Small Business of the Year

Loudoun County Home Grown Markets Association:

Agribusiness of the Year

Store to Door:

Entrepreneur of the Year

Mary Kay Cosmetics, Susan Wright:

Franchise/Distributor of the Year

Kit and Kaboodle Pet Care Service:

Home Based Business of the Year

Hunt County Yams:

Retail Business of the Year

Bristles and Shears Hair Design:

Service Business of the Year

AR Group:

Technology Business of the Year

Timeless Massage, LLC:

Product of the Year

Noteworthy:

The 2001 **Loudoun County Chamber of Commerce Small Business Awards** were held November 15 at the Holiday Inn Carradoc Hall in Leesburg. There are more than 1,700 types of small businesses employing more than 30,000 people in Loudoun County, and the awards recognized nine exceptional members of this community. This year's event was attended by over 400 people, including EDC Chairman Keith Troxell, members of the Board of Supervisors, and several members of the DED. In addition to the winners listed above, Excel Holdings Inc. of Leesburg was recognized as the first recipient of the Virginia Export Achievement Award.

At the Committee for Dulles banquet held in November, **EDC member Georgia Graves** was awarded the Hal Lauders Award for her significant contributions and service in promoting the goals of the Committee. The Committee for Dulles is the oldest continuous volunteer organizations dedicated to promoting the growth and development of Washington Dulles International Airport.

The EDC Marketing and Business Retention Committee welcomed representatives of 65 selected local businesses at its **Fall VIP Reception** at Lightfoot restaurant November 1. In addition to the companies chosen for inclusion in the event, members of the Board of Supervisors and several Loudoun town mayors were in attendance.

Three Loudoun companies have made the 2001 *Inc. Magazine* rankings for the country's fastest growing companies. **HealthScribe** ranked #34, **Technica Corporation** ranked #89, and **NLX Corporation** ranked #197 of the top 500 U.S. companies with the greatest sales growth rates over the last five years. The fastest growing company in the Washington area is Herndon-based VistaRMS, which came in second in the rankings. VistaRMS had a 21,869% 5-year growth rate, and grew its employees from 10 people to 820 in the same time period.

Inova Health Services has purchased 37 acres of land adjacent to the **Loudoun Hospital** for \$9.25 million. While Inova does not plan to immediately develop the land, long-range alternatives include Inova and Loudoun Hospital building a co-managed health facility, or Loudoun Hospital repurchasing the land.